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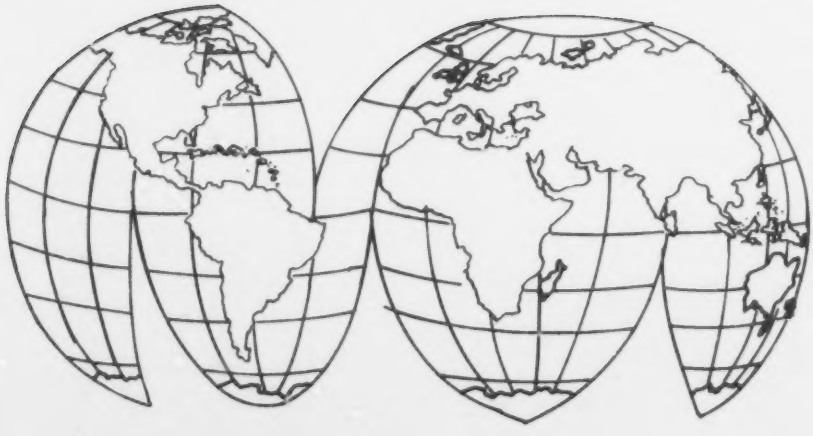
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

New Jersey



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

New Jersey

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of New Jersey. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Contributions were made by John Miller of the Region II Regional Office and Bud Harra of the Newark District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Military Park Building
60 Park Place, 4th Floor
Newark, NJ 07102
(201) 645-6064

U.S. Small Business Administration
2600 Mt. Ephraim Avenue
Camden, NJ 08104
(609) 757-5183

U.S. Department of Commerce
International Trade Administration
3131 Princeton Pike Bldg. 4D, Suite 211
Trenton, NJ 08648
(609) 989-2100

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

New Jersey Department of Agriculture
Division of Markets
John Fitch Plaza, CN 330
Trenton, NJ 08625
(609) 292-8853

The Division of Markets promotes New Jersey agricultural products overseas and provides export development assistance to small and medium-sized producers of fresh and processed agricultural products.

Through its membership in the Eastern United States Agriculture Food Export Council (EUSAFEC) and its coordination with the U.S. Department of Agriculture and the Foreign Agricultural Service, the Division of Markets also provides trade shows, trade leads, educational workshops, technical assistance and a directory of New Jersey suppliers for foreign buyers.

New Jersey Department of Commerce and Economic Development
Division of International Trade
744 Broad Street, Suite 1709
Newark, NJ 07102
(201) 648-3518

The Division of International Trade counsels and assists New Jersey manufacturers in assessing their export potential and gaining exposure for their products in overseas markets. The International Trade Fair Program, sponsored by the Division of International Trade, offers a low-cost, effective way for small and medium-sized companies from New Jersey to show and sell their products in major international trade shows, as well as to secure agents and distributors abroad.

The Division of International Trade provides export trade leads through a monthly newsletter, an information center, a referral service and helps establish contacts. It also sponsors seminars.

Governor's Commission on International Trade
c/o Department of Commerce and Economic Development
Division of International Trade
744 Broad Street, Suite 1709
Newark, NJ 07102
(201) 648-3518

A Governor-appointed commission of sixteen representatives from government, business and education sectors, the Commission works with the state's Division of International Trade in its efforts to promote exports and encourage foreign companies to invest in New Jersey. The diverse membership provides advice and consultation on the trade-related activities conducted by the state, bi-state and federal agencies, on initiatives aimed at enhancing New Jersey's participation in world trade, and on pending legislation likely to affect New Jersey's participation in trade. Members serve as official hosts to foreign trade delegations and dignitaries who are exploring possible business ventures in New Jersey.

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions of their international trade services.

Trenton

Mercer County Division of Economic Development
International Business Council
Administration Building
P.O. Box 8068
Trenton, NJ 08650
(609) 883-4000

The International Business Council provides counseling, educational courses, workshops and seminars, and networking opportunities.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Delaware River Port Authority
World Trade Division
Bridge Plaza
Camden, NJ 08101
(609) 963-6420

The Delaware River Port Authority is the tri-state authority responsible for port promotion, traffic management and trade development of the ports of South Jersey, Southeastern Pennsylvania, and Delaware. As a regional center, it does market promotion for the municipal and local port associations within its region such as South Jersey Port Corporation, Port Authority of Salem, Bridegeton Municipal Port Authority, etc. The Port Authority has overseas offices in Brussels, Tokyo, Hong Kong and Bogota.

Printed information on shipping from, to and through the ports of South Jersey and Southeastern Pennsylvania is available. Rate information may be obtained from the files on rail, truck and ocean tariffs of the Traffic Bureau.

The Port Authority of New York and New Jersey
One World Trade Center
New York, NY 10048
(212) 466-8333

The Port Authority is the bi-state authority responsible for port promotion, traffic management and trade development for the ports of New York and New Jersey. It has several divisions providing services for exporters.

The **International Affairs** staff serves as a resource for current information on international trade and economic issues. It also maintains contacts with key people in the international business arena.

The **International Business Development Group** assists companies seeking to develop export markets by providing market research, investment and marketing services. The International Project Development Program provides technical assistance on all phases of overseas transportation development projects.

The International Trade Representation and Promotion Program organizes trade missions, focusing upon new-to-export or new-to-market companies. It also provides marketing assistance through the Port Authority's overseas offices in London, Zurich and Tokyo.

The World Trade Institute offers numerous seminars on all aspects of exporting, including international finance and accounting, international insurance, international investment, international law, international marketing, international taxation, transportation and distribution, export documentation, and international management. Many seminars can be presented on-site at a particular company. Longer courses in these subjects are offered at the Institute's Evening School of World Trade. The Institute also offers language training.

XPORT is the Port Authority Trading Company. It is a full-service trading company, including market research, product sourcing, licensing and countertrade. It markets U.S. products throughout the world.

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Camden

Trasnet - ITD
Forum for Policy Research and Public Service
Rutgers, The State University
Camden Campus
323 Cooper Street
Camden, NJ 07802
(609) 757-6309/6311

Trasnet-ITD provides counseling and publications. It conducts market research and port promotion. It also conducts educational courses, workshops and seminars, as well as providing networking opportunities.

New York - Newark Area

Bergen County Community College
Center for International Studies
400 Paramus Road
Paramus, NJ 07652
(201) 447-7167/9597

International Trade Roundtable
Bergen County Community College
400 Paramus Road
Paramus, NJ 07652
(201) 447-7161

The College provides counseling, educational courses and networking opportunities.

Kean College of New Jersey
Center for Global Studies
Union, NJ 07083
(201) 527-2388

Kean College provides counseling, educational course, workshops and seminars, as well as networking opportunities.

Middlesex County College
Center for International Trade Education
Edison, NJ 08818
(201) 548-6000, ext. 332, 315

The Center provides educational courses, workshops and seminars.

Morris County Association for Foreign Trade
County College of Morris
Route 10 & Center Grove Road
Randolph, NJ 07869
(201) 361-5000 ext. 204

The Association provides educational courses and networking opportunities.

William Paterson College of New Jersey
Center for Continuing Education
Wayne, NJ 07470
(201) 595-2436

William Paterson College provides educational workshops and seminars.

Rutgers Graduate School of Management
New Jersey Small Business Development Center
International Trade Division
180 University Avenue
Newark, NJ 07102
(201) 648-5950

The New Jersey Small Business Development Center is part of a network of university/college based Centers that provide comprehensive small business counseling and educational opportunities to small business owners. The primary focus of the International Trade Division is export development for New Jersey small manufacturers. Services include counseling, market research and workshops. One-on-one counseling emphasizes export development but includes import issues as well. Areas of assistance include marketing, finance, customs, licensing and operational problems.

The reference section of Rutgers Dana Library has a large volume of publications and periodicals that are available for market research. The International Trade Division also maintains a small international trade library to assist companies and graduate students in conducting market research.

A program to assist small manufacturers in developing overseas markets is offered once or twice a year. Graduate students are assigned to conduct international market research and develop marketing plans for firms initiating or expanding their trade markets.

Small group workshops are conducted on specific industry, country and technical assistance topics. Cost is nominal.

Raritan Valley Community College
P.O. Box 3300
Somerville, NJ 08876
(201) 526-1200

The College provides counseling, educational courses, workshops and seminars.

Trenton

Mercer County Community College
Small Business Development Center
P.O. Box B
Trenton, NJ 08698
(609) 586-4800

The Mercer County SBDC provides one-on-one counseling, educational courses, workshops, seminars, and networking opportunities.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

New York-Newark Area

Clifton-Passaic Chamber of Commerce
International Trade Committee
New View Office Park
1033 Route 46, 1st Floor
P.O. Box 110
Clifton, NJ 07011
(201) 470-9300

The International Trade Committee provides self-help forums.

Greater Newark Chamber of Commerce
40 Clinton Street
Newark, NJ 07102
(201) 642-6237

Among other activities, the Greater Newark Chamber provides counseling, networking opportunities and publications. It also conducts market research, and educational workshops and seminars.

New Jersey State Chamber of Commerce
Five Commerce Street
Newark, NJ 07102
(201) 623-7070

The State Chamber provides counseling, networking opportunities and publications. It conducts market research and port promotion. The Chamber also organizes trade conferences and workshops and seminars on international trade.

Union County Chamber of Commerce
135 Jefferson Avenue
Elizabeth, NJ 07207
(201) 352-0900

The Union County Chamber provides publications, workshops and seminars and networking opportunities.

Trenton

Chamber of Commerce of the Princeton Area
International Business Development Council
100-300 Village Blvd.
Princeton Forrestal Village
Princeton,NJ 08540
(609) 921-7676

The Council provides publications, educational workshops and seminars, and networking opportunities.

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included.

Camden

South Jersey Exports Trade Association
P.O. Box 239
Mailton, NJ 08053
(609) 596-7800

The Association conducts basic "How to Export" workshops and seminars on topical international trade concerns. It provides counseling to members and encourages networking opportunities.

New York - Newark Area

Morris County Association for Foreign Trade
County College of Morris
Route 10 & Center Grove Road
Randolph, NJ 07869
(201) 361-5000 ext. 204

The Association provides educational courses and networking opportunities.

New Jersey World Trade Council
Five Commerce Street
Newark, NJ 07102
(201) 623-7070

The Council conducts major international trade conferences, including an annual New Jersey conference which has been conducted for eighteen consecutive years. It also provides networking opportunities, and members can provide export counseling.

World Trade Association of New Jersey
Five Commerce Street
Newark, NJ 07102
(201) 623-7070

The Association conducts monthly informational luncheons; also conducts workshops and seminars. Members will provide counseling. Export publications and networking opportunities are also available.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in New Jersey (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for New Jersey.

Italy (C)
17 Academy Street
Newark, NJ 02102
(201) 643-1448

Portugal (C)
1180 Raymond Blvd., Suite 222
Newark, NJ 07102
(201) 622-7300

FOREIGN EMBASSIES

The follcwing is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Camden

Heritage Bank
State Highway and Hylton Road
Pennsuaken, NJ 08110
(609) 932-2216

New Jersey National Bank
534 Fellowship Road
Mt. Laurel, NJ 08054
(201) 234-3020

New York City - Newark Area

Barclays New Jersey Corporation
6 Becker Farm Road
Roseland, NJ 07068
(201) 533-1370

Citizens First National Bank
208 Harristown Road
Glen Rock, NJ 07452
(201) 670-2500

Commercial Trust Company of New Jersey
15 Exchange Place
Jersey City, NJ 07302
(201) 434-5100

First Fidelity Bank
550 Broad Street
Newark, NJ 07191
(201) 565-5779

First Jersey National Bank
One Exchange Place
Jersey City, NJ 07302
(201) 547-7193

International Bank Department
225 South Street
Morristown, NJ 07960
(201) 285-2580338

Marine Midland New Jersey Corporation
25 Commerce Drive
Cranford, NJ 07106
(201) 272-2442

Midlantic National Bank/North
One Garrett Mountain Plaza
West Paterson, NJ 07424
(201) 881-5287

Midlantic National Bank Trade Group
Metro Park Plaza
P.O. Box 600
Edison, NJ 08818
(201) 321-8220

National Community Bank
International Division
174 Essex Street
Lodi, NJ 07644
(201) 845-1520

National State Bank
68 Broad Street
Elizabeth, NJ 07207-1616
(201) 354-3400

New Jersey National Bank
150 John F. Kennedy Parkway
Short Hills, NJ 07078
(201) 379-5700

United Jersey Bank
210 Main Street
Hackensack, NJ 07602
(609) 771-5646

New Jersey National Bank
Two Worlds Fair Drive
Somerset, NJ 08873
(201) 560-8004

United Jersey Bank
210 Main Street
Hackensack, NJ 07602
(201) 646-5240

Trenton

New Jersey National Bank
One W. State Street
West Trenton, NJ 08609
(609) 989-5228

Princeton Bank
76 Nassau Street
Princeton, NJ 08542
(609) 520-3412

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Atlantic City

Absecam International, Inc.
1516 Atlantic Avenue
P.O. Box 1752
Atlantic City, NJ 08404
(609) 345-2428

Valves & pipe fittings, industrial & agricultural chemicals, caulking compounds & sealants, power hand tools, lawn & garden equipment.

Camden

Acme Well International Group, Inc.
7888 Browning Road
Pennsauken, NJ 08109
(609) 665-4175

Oil & water well drilling equipment, metals.

Alpha Trading Co.
9 Chateau Drive
Pine Hill, NJ 08021
(609) 627-6953

Confianca Export Co.
811 Hilltop Road
Cinnaminson, NJ 08077
(609) 786-8500

Dante's Imex, Inc.
234 High Street Rd.
Mullica Hill, NJ 08062
(609) 467-1767

General merchandise.

Global Traders, IMEX
627 Vassar Road
Wenonah, NJ 08090
(609) 468-6338
Telex: 49-44940

Impex International, Inc.
801 N. Kings Highway
Cherry Hill, NJ 08034
(609) 667-2900

Intersell Consultants
700 Parry Blvd.
Cinnaminson, NJ 08077
(609) 829-7757

Construction fastening equipment, cutting tools, industrial metal products.

Lindsay International
704 Cooper Street
Edgewater Park, NJ 08102
(609) 871-1300

Megatrade International Inc. (MTI)
1124 Willowdale Drive
Cherry Hill, NJ 08003
(609) 429-8878

Partisan Sales Co.
224 Highland Avenue
Westmont, NJ 08002
(609) 858-1120

Pleasing Color Printers
20 W. Nicholson Road
P.O. Box 25
Audubon, NJ 08106
(609) 547-1258

Automotive parts, printing machinery, hand & edge tools.

Poynetoi International
Evesham & Alfa Road
Voorhees Twp., NJ 08003
(609) 795-3773

Consumer and industrial goods.

Regal Products, Inc.
57 Clearwater Drive
Willingboro, NJ 08046
(609) 386-2294

Dental equipment, plywood, tin mill plate products, newsprint & coated paper, sheets & pillow cases, nuts, fruits, poultry & eggs.

Talteck, Inc.
P.O. Box 2218
Vincentown, NJ 08088
(609) 859-2011

Used port equipment, construction machinery, industrial fork lifts & conveyors.

Lakewood

Bertrade International Marketing
281 Hance Road
Fair Haven, NJ 07701
(201) 842-1213

Forestry products, metalworking products, production machinery.

Graydon Assoc., Inc.
P.O. Box 566
Red Bank, NJ 07701
(201) 741-2690

Electronic components.

MMI, Inc.
2517 Highway 35
Bldg. J, Suite 203
P.O. Box 336
Manasquan, NJ 08736
(201) 528-8242

Commercial & outdoors lighting fixtures, paving & roofing materials, paints & allied products, sporting & athletic goods.

Reach Co.
346 Paint Island Spring Road
Freehold, NJ 07728
(609) 259-7638

Medical instruments, laboratory & scientific instruments, dental equipment, pharmaceuticals, industrial inorganic chemicals, textbooks.

Seneca Tool & Supply Co.
P.O. Box 603
Spring Lake, NJ 07762
(201) 449-3133

Industrial machinery, equipment and supplies.

York Automotive Co., Inc.
1650 Oak Street
Lakewood, NJ 08701
(201) 364-2355

Automotive parts and accessories.

Lebanon

Technology Guidance Assoc.
Box 187 C Ridge Road, R.D. 2
Lebanon, NJ 08833
(201) 832-2801

Automotive parts and accessories, building supplies, construction machinery, equipment and products for the chemical and petrochemical industries, computers and business equipment, food products, general industrial machinery and supplies.

New York City - Newark Area

A.M.E. International Inc.
330 Livingston Avenue
New Brunswick, NJ 08901
(201) 828-2715
Mailing Address:
P.O. Box 236
Somerset, NJ 08873

Automotive parts and accessories, automotive chemicals, building supplies.

ATA International Corp.
100 State Street
Moonachie, NJ 07074
(201) 641-8502

Automotive bodies, parts, accessories & hardware.

Adam International Trading, Inc.
24 Cormorant Drive
Middletown, NJ 07748

Refrigerators, air conditioners, televisions, small appliances.

Agritech Products International, Inc.
104 Harbor Drive
Jersey City, NJ 07305
(201) 433-6005

Grocery supplies, foodstuffs, consumer products.
Area: Worldwide

Alto International
219 W. Main Street
Morristown, NJ 07960
(609) 234-1901

Ame Matex Corp.
25E Spring Valley Avenue
P.O. Box 350
Maywood, NJ 07607-0350
(201) 845-3322

Building materials, air-conditioning equipment, heavy electrical equipment, windows, doors, hardware.
Area: Worldwide

Ameresco World Corporation
101 Park Street
P.O. Box 1219
Montclair, NJ 07042
(201) 746-5300
Telex: 13-8614

Non destructive testing and research instruments, industrial and comfort HVAC, special machinery and equipment.
Area: Worldwide, except Canada

American Medical Export, Inc.
316 Van Buren Avenue
Teaneck, NJ 07666
(201) 836-1429

Medical diagnostic apparatus, X-ray equipment & supplies.

Amersi & Zucker Trading Co.
135 Morgan Street
Jersey City, NJ 07302

Anesti Markoglu Export Co. **31 South Street** **Morristown, NJ 07960** **(201) 538-0400** **Telex: 13-9327**	Automotive parts, truck & tractor parts.
Asuka Corp. **7800 River Road** **North Bergen, NJ 07047** **(201) 861-5450**	Optical fiber equipment & related products.
Auto-Grafica Export Corp. **65 Railroad Avenue** **Ridgefield Park, NJ 07660** **(201) 440-2809**	Printing and graphic arts equipment and supplies.
Bancorp International Trading Corp. **Two Worlds Fair Drive** **Somerset, NJ 08873** **(201) 560-3650**	Medical equipment, food and food-related equipment (packaging and processing), security systems, assorted industrial products, commodities, consumer goods, chemicals.
Bard International Corp. **P.O. Box 369, 377 Route 17** **Hasbrouck Heights, NJ 07604** **(201) 288-5888**	Building supplies, construction machinery.
Berusa Corp. **2124 Center Avenue, Suite 207** **Ft. Lee, NJ 07024** **(201) 585-5227**	Electronics, medical equipment, materials handling equipment, high pressure cleaning systems, wood, steel, cement. Area: Eastern Europe
Bozoyan Export, Inc. **One Executive Drive** **Fort Lee, NJ 07024** **(201) 592-7970**	
Brown and Sites Co., Inc. **15 Engle Street, Suite 103** **Englewood, NJ 07631** **(201) 569-3600**	Construction equipment & parts.
Bryant International **580 Sylvan Avenue** **Englewood Cliffs, NJ 07632** **(201) 567-6720** **Telex: 13-4626**	Natural & synthetic textiles.

Buck International Co.
Overseas Distributors
P.O. Box 1146
Bloomfield, NJ 07003
(201) 743-8110

Electronic industry equipment, laboratory and scientific instruments, security equipment.

Building Materials International
57 Union Place
Summit, NJ 07901
(201) 522-1778

Building materials.
Area: Europe

CPC International, Inc.
International Plaza
P.O. Box 8000
Englewood Cliffs, NJ 07632
(201) 894-2154

Foodstuffs, corn products, grocery supplies.
Area: Worldwide

Camerican International, Inc.
480 Alfred Avenue
Teaneck, NJ 07666
(201) 833-2000
Telex: 21-9751
Cable: DEEP BLUE NEW YORK

Food products.

Caribbean Trader
204 Gates Road
Little Ferry, NJ 07643
(201) 641-4070

Construction machinery & parts.

L.A. Champon & Co., Inc.
70 Hudson Street
Hoboken, NJ 07030
(201) 964-4350

Equipment and products for the chemical and petrochemical industries, minerals and raw materials, food products.

Coloraid Plastics Co.
101 Railroad Avenue
Ridgefield, NJ 07657
(201) 941-2900

Garden hose, vinyl compounds.
Areas: Europe, Far East

Colos International
405 Cedar Lane
Teaneck, NJ 07666
(201) 692-0750

Automotive parts and accessories, consumer goods.

Continental Export Trading Corp.
146 Maple Avenue
P.O. Box 8544
Red Bank, NJ 07701
(201) 747-7527

Plastics-working machinery, packing & packaging equipment, commercial food products equipment, farm machinery, transportation equipment, textile machinery, textile goods.

Cosa Corp.
17 Phillips Parkway
Montvale, NJ 07645
(201) 391-0700

Metalworking and production equipment and machinery.

Couterias Import & Export Corp.
362 Springfield Road
Elizabeth, NJ 07208
(201) 558-0777

Appliances, apparel, jewelry
Area: Colombia

Creative International, Inc.
702 Paramus Road
Paramus, NJ 07652
(201) 358-6079

Medical equipment, pharmaceuticals, technical & industrial equipment, chemicals.
Areas: Europe, Middle East, North Africa

D.R.G. International, Inc.
1020 Springfield Avenue
Mountainside, NJ 07092
(201) 233-2075
(212) 223-1134

Consumer goods, equipment and supplies for the health care industry.

A.A. Danforth International
500 Driscoll Drive
Bricktown, NJ
(800) 367-3446

Davidson International Co.
2055 Princeton Avenue
Westfield, NJ 07090
(201) 232-5921

Consumer goods.

Davy International, Inc.
140 Sylvan Avenue
Englewood Cliffs, NJ 07632
(212) 564-3050

Dreyco, Inc.
263 Veterans Blvd.
Carlstadt, NJ 07072
(201) 896-9000

Automotive parts & accessories, industrial products, marine products, tools & hardware, metal-working machinery, fishing tackle & equipment, lawn & garden equipment.
Area: Worldwide, except Canada

Elexco International
44 S. Maple Avenue
P.O. Box 765
Ridgewood, NJ 07451
(201) 444-1844

Communication equipment and systems, electronic components, machinery and equipment for the electrical and fossil fuel industries.

Elymat Industries, Inc.
140 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 947-7331

Electronic components.

Equipment Spare Parts International Corp. 101 U.S. Route 46 Saddle Brook, NJ 07662 (201) 368-0620	Spare parts for industrial machinery & equipment.
Alvaro P. Escondon, Inc. 26 Brookside Road Leonardo, NJ 07737 (201) 291-3131	Consumer goods, textiles and apparel.
Expomar International, Inc. P.O. Box 1023 East Brunswick, NJ 08816 (201) 249-2302	Surgical & medical instruments & supplies, vitamins.
Export Consultants Corp. 1291 Bound Brook Road P.O. Box 308 Middlesex, NJ 08846 (201) 469-0700	Mobile communication equipment, aircraft parts & instruments.
Export-Import Marketing Co. Brighton Avenue Long Branch, NJ 07740 (201) 229-0088	
Export Trade of America, Inc. 30 Montgomery Street Jersey City, NJ 07302-3821 (201) 433-2300	Foodstuffs, detergents, grocery supplies. Area: Worldwide
First Fidelity Tradexport Corp. 550 Broad Street, 9th Floor Newark, NJ 07192 (201) 565-5780	Industrial and commercial equipment, specialty chemicals and products, health care and medical products, instrumentation & data processing equipment, plumbing equipment, electronic parts, consumer oriented goods, groceries.
GAR International 3005 Hadley Road South Plainfield, NJ 07080 (201) 753-2800	Construction & mining equipment.
Gexco International Inc., FSC 317 St. Paul's Avenue Jersey City, NJ 07306 (201) 653-2383	Audio speakers & sound equipment.

Gregg Co. Ltd. 15 Dyatt Place P.O. Box 430 Hackensack, NJ 07602 (201) 489-2440	Railroad equipment, locomotives, railroad cars.
Health Products Research 3520 U.S. Route 22 Somerville, NJ 08876 (201) 534-4148	Agricultural equipment and chemicals, equipment and supplies for the health care industry.
Hockman-Lewis Ltd. 200 Executive Drive Orange, NJ 07052 (201) 325-3838	Automotive parts and accessories, machinery and equipment for consumer service industries, general industrial machinery and equipment, petroleum products. Area: Worldwide
E. Holzer, Inc. 120 Sylvan Avenue P.O. Box 1250 Englewood Cliffs, NJ 07632 (201) 947-8810	Agricultural machinery, equipment and chemicals.
IMA Tool Distributors 269 Hayes Drive Saddle Brook, NJ 07662 (201) 791-8787	Machine tools & accessories, hand tools.
Kanematsu-Gosho USA 400 Cottontail Lane Somerset, NJ 08873 (201) 271-7300	
Keller Supply Co. 856 Elston Street Rahway, NJ 07065 (201) 574-2000	Metals.
Kewanee International Inc. 2429 Vauxhall Road Union, NJ 07083 (201) 964-4040	Boilers, furnaces & other heating equipment, commercial & household laundry equipment, pumps, water softeners.
W.S. Kirkpatrick & Co., Inc. 22 Audrey Place Fairfield, NJ 07006 (201) 227-6575	Aviation products.
Lonor International Corp. P.O. Box 660 Westwood, NJ 07675 (201) 666-3200	High tech & quality control equipment.

M.G. Associates Co.
333 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-4900

Electronic parts & components, electric pressure conducers.

M&P Export Management Corp.
One Gourmet Lane
Edison, NJ 08837
(201) 494-7900

Hand tools, hardware, garden equipment & agricultural implements, playground equipment, bathroom accessories, coolers, other products.

M.S. Universal Inc.
3015 Wells Drive
P.O. Box 473
Parlin, NJ 08859
(201) 727-8913

Refrigeration & air conditioning equipment, parts & supplies, sealant & adhesives, lubricants.

Maison International Ltd.
40 Oak Street
Norwood, NJ 07648
(201) 768-6200

Communications equipment and systems, machinery and equipment for the electric and fossil fuel industries, equipment and supplies for the health care industry.

Marbak International Trading, Inc.
317 Montclair Avenue
Newark, NJ 07104

Matex International Co.
P.O. Box 6
Morris Plains, NJ 07950
(201) 267-2660

Mayflower Medalist, Inc.
535 East 42nd Street
Paterson, NJ 07513
(201) 279-9333

Sports & recreational products.

Med-X International, Inc.
260 County Road
Tenafly, NJ 07670
(201) 568-8989

Medical instruments, electronic computer parts.

Meer Corp.
9500 Railroad Avenue
North Bergen, NJ 07047
(201) 861-9500
Telex: 21-9180

Gums, flavor extracts, oleoresins.

Miller Export Corp.
4 Cherry Hill Court
Hillsdale, NJ 07642
(201) 664-1286

Automotive parts and accessories, environmental protection and control equipment, solar and alternative energy equipment.

Muller & Phipps Export Management Corp. 1 Gourmet Lane Edison, NJ 08837 (201) 223-0160	Agricultural & garden equipment & implements, hand tools, hardware, bathroom accessories, coolers, playground equipment, other goods. Area: Worldwide
K.C. Mundy Enterprises, Inc. 532 West Grand Avenue Rahway, NJ 07065 (201) 574-3202	
NJCT Corp. 775 Passaic Avenue West Caldwell, NJ 07006 (201) 576-7500	Kitchen equipment, cooking & food-serving equipment, refrigeration equipment, commercial laundry equipment.
Nishimoto Trading Co., Ltd. 21-23 Empire Blvd. South Hackensack, NJ 07605 (212) 349-0056	
Orban Export, Inc. P.O. Box 79 Wayne, NJ 07470 (201) 696-9600	Electronic components, industrial machinery and equipment, metals.
Pioneer Co., Inc. 83 N. Summit Street Tenafly, NJ 07670 (201) 567-4440	Health & beauty aids, toiletries.
Process Marketing, Inc. 159 Second Street P.O. Box 366 Jersey City, NJ 07302 (201) 656-3553	Food products packaging equipment.
REA International Corp. 937 E. Hazelwood Avenue Rayway, NJ 07065 (201) 382-7100	Aviation products.
Rathore Corp. 3 Hickory Place Randolph, NJ 07869 (201) 895-4762	Electronic computing equipment, communication equipment, miscellaneous electrical equipment & supplies, pharmaceuticals.
John Reiner & Co., Inc. 145 Commerce Road Carlstadt, NJ 07110 (201) 460-9444	Diesel & gasoline engines, generator sets, lawnmowers & parts.

Repex International 1628 Highway 27 North Brunswick, NJ 08902 (201) 246-1887	Laboratory instruments, medical equipment & instruments, hospital mattresses.
Sabin St. Germain, Inc. 20 Booker Street Westwood, NJ 07675 (201) 666-3200	Automotive parts and accessories, laboratory and scientific instruments, metalworking and finishing machinery, railroad equipment.
Schiavone Bonomo Corp. Foot of Jersey Avenue Jersey City, NJ 07302 (201) 333-4300	Scrap metals.
Sylvan Ginsbury, Ltd. 660 Kinderkamack Road P.O. Box 419 Oradell, NJ 07649 (201) 261-3200	Electronic components, production equipment for the electronic industry, laboratory and scientific instruments.
Teleport Corp. 11-B Empire Blvd. P.O. Box 1717 South Hackensack, NJ 07606 (210) 641-3660	Automotive parts and accessories, construction machinery, mining equipment parts, locomotives & parts, steel shipping containers.
Thor Electronics Corp. 321 Pennsylvania Avenue P.O. Box 707 Linden, NJ 07036 (201) 486-3300	Electronic components, machinery and equipment for the electric and fossil fuel industries.
Transflux International Ltd. 2500 Lemoine Avenue Fort Lee, NJ 07024 (201) 592-0222	Energy machinery and equipment, mining equipment.
Turkish Trade Center, Inc. 94 Fulton Street Paterson, NJ 07501 (800) 526-5209	Areas: Turkey, Middle East, Pakistan
Uni-World Industries, Inc. P.O. Box 1349 Montclair, NJ 07042 (201) 239-6155	Farm machinery & equipment, air-conditioning equipment, automotive parts & accessories, construction machinery, industrial equipment, marine engines, oil field machinery, air & gas compressors, tools.

United International Marketing Corp. 64 Academy Circle Oakland, NJ 07436 (201) 337-2255	Housewares and consumer goods.
Warner Lambert Co. 201 Tabor Road Morris Plains, NJ 07950 (201) 540-3878	Consumer goods, health care products. Area: Worldwide
XPORT Trading Co., Inc. The Port Authority of NY & NJ One World Trade Center, 55th Floor NE New York, NY 10048 (212) 466-8499 Telex: 42-7346 NYANDNJ Cable: WORLDTRADE NEWYORK	Industrial organic chemicals, environmental control equipment, telecommunication equipment, laboratory & scientific instruments, process control instrumentation, medical instruments & supplies, miscellaneous food preparations.
YKK (USA), Inc. 1251 Valley Brook Avenue Lyndhurst, NJ 07071 (201) 935-4200	Zipper materials.

Trenton

B.D.R. Inc. 242-250 Center Street Trenton, NJ 08611 (609) 392-8014	Textiles, rope, chemicals, aircraft parts & accessories, ammunition links.
Bernard International Associates 1361 Lower Ferry Road Ewingville, NJ 08618 (609) 882-5811	
C. International 139 Bennington Drive East Windsor, NJ (609) 443-5566	
Dynamic International Corp. 332 Wall Street Princeton, NJ 08540 (609) 924-6800	
Frech Corp. 234 Nassau Street Princeton, NJ 08542 (609) 683-0086	

Jomark Corp. R.D. 2, Box 368A Dutchtown Road Belle Mead, NJ 08502 (201) 874-4458	Industrial machinery and equipment, textiles, fibers and apparel.
Kowarc Associates, Inc. 73 Western Avenue Trenton, NJ 08618 (609) 882-9161	
Manuel International D.I.S.C., Inc. 3490 U.S. Highway One Princeton, NJ 08540 (609) 452-1111	Tinplate, blackplate, tin-free, cold and hot rolled, galvanized steel, pre-painted sheets, aluminum printing inks, general merchandise.
Paschall International Corp. 218 Hendrickson Drive Princeton Junction, NJ 08550 (609) 799-3494	
Pegasus International Corp. Straub Center Pennington, NJ 08534 (609) 737-3538	High technology products, broadcasting installations, high precision metals, aerosols, aircraft equipment, computers & peripherals.
Princeton International Industries Corp. 32 Bear Brook Road Princeton Junction, NJ 08550 (609) 452-9260	
Princeton Pro-Trade 16 W. Lafayette Road Princeton, NJ 08540 (609) 921-8906	
Taru's International 186 Princeton-Hightstown Road Princeton Junction, NJ 08550 (609) 799-5512	
U.S. Association of Countertrading Corporations 43 Sayre Drive Princeton, NJ 08540 (609) 452-9266	

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Camden

Euro-Tech Associates
401 Edgewater Avenue
Westville, NJ 08093
(609) 456-0173

Lakewood

MMI, Inc.
2517 Highway 35
Bldg. A, Suite 102
Manasquan, NJ 08736
(201) 528-8242

Lebanon

Technology Guidance Assoc.
Box 187 C Ridge Road, R.D. 2
Lebanon, NJ 08833
(201) 832-2801

New York City - Newark Area

Asia Marketing Consultants
16 Seventh Street
North Arlington, NJ 07032
(201) 998-4720

Conducts market research; offers seminars on exporting to Japan and Korea; offers language training in Japanese and Korean.

Bancorps' International Trading Corp. Two Worlds Fair Drive Somerset, NJ 08873 (201) 560-3650	Market research and various aspects of international trade, such as barter trade, countertrade, export financing and licensing for a wide variety of industrial and consumer products.
Dun & Bradstreet One Diamond Hill Road Murray Hill, NJ 07974-0027 (201) 665-5000	International credit reporting & collection services.
Plantation Holding Corp. 64 Cutlass Road Kinnelon, NJ 07405 (201) 492-0089	
Resultants, Inc. 459 Chestnut Street Union, NJ 07083 (201) 851-0022 Telex: 12-9240 RESULTS Fax: 201-851-9157	Foreign credit reports, collection services, economic reports, overseas marketing.
SGS Government Programs, Inc. 20 Lafayette Street Carteret, NJ 07008 (201) 482-8700	Pre-shipment inspection.
Stonecastle & Co. P.O. Box 850 Union City, NJ 07087 (201) 330-1313	
Transflux International Ltd. 2500 Lemoine Avenue Fort Lee, NJ 07024 (201) 592-0222	

Trenton

Interlink Associates 406 Rosedale Road Princeton, NJ 08540 (609) 947-7184	Consulting in export management and marketing, country orientation, contacts, training, administrative and logistic support.
International Training Associates of Princeton 300 N. Harrison Street Princeton, NJ 08540 (609) 921-1446 Telex: 83-4247	Cross-cultural training programs, area & country consulting.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

New York City - Newark Area

Raymond T. Lyons, Jr., Esq.
141 S. Harrison Street
East Orange, NJ 07018
(201) 678-0610

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Camden

C.F. Freight Forwarding
20 Clementon Road
Gibbsboro, NJ 08026
(609) 435-2555

N.J. Defonte Co. in New Jersey
State Highway 47 & Grove Street
Glasboro, NJ 08028
(609) 881-1161

Expert Freight Brokerage Mid-Atlantic, Inc.
1122 Woodlane Road
Mount Holly, NJ 08060
(609) 261-0802

Plainview Shipping & Trading Corp.
19 E. Main Street
Marlton, NJ 08053
(609) 596-2404

Daniel F. Young, Inc. (*)
67 Jennings Court
Vincentown, NJ 08088
(609) 268-2995

Lakewood

Ebrin International, Inc.
162 Village Path
Lakewood, NJ 08701
(201) 367-5188

New York City - Newark Area

AAA Air Freight, Inc.
145-61 Pennington Street
Newark, NJ 07105
(201) 589-6600
(800) 222-8232

AFI/Pasha Worldwide Forwarders, Inc.
255 Route 3, Suite 206
Secaucus, NJ 07094
(201) 865-9003
(800) 524-0107
Telex: 12-6826

Aapko Forwarders, Inc.
2810 Morris Avenue
Union, NJ 07083
(201) 688-1050

Abarim Freight Service, Inc.
120 Kero Road
Carlstadt, NJ 07072
(201) 939-3000

Aim Caribbean Express
330 Manhattan Avenue
Jersey City, NJ 07307
(212) 349-6904

Air Compak International
240B Moonachie Avenue
Moonachie, NJ 07074
(201) 641-4421
Telex: 64-2918

Air Express International Corp.
465 Mundet Place
Hillside, NJ 07205
(201) 688-6700

Air-Sea Forwarders, Inc.
Cargo Bldg.
150 Newark Airport
Newark, NJ 07114
(201) 961-5930

Allways Forwarding Co.
1201 Corbin Street
Elizabeth, NJ 07201
(201) 352-9800

Almac Shipping Co., Inc. (*)
Harborside Financial Center
Plaza Three, Suite 803
Jersey City, NJ 07302
(201) 432-6060
Telex: 17-8177 SHIPALMAC

Amerford International
15 Fenwick Street
Newark, NJ 07114
(201) 242-5800

American Import & Forwarding
Services (*)
Airport International Plaza
Newark, NJ 07114
(210) 589-1831
Telex: 68-53503

American Shipping Co., Inc. (*)
600 Sylvan Avenue
P.O. Box 1486
Englewood Cliffs, NJ 07632
(201) 962-5011
Telex: 64-2134 AMSHICO NYK
Cable: AMSHICO

American Traffic Co-ordination
1585 Morris Avenue
Union, NJ 07083
(201) 688-7160

Amobelge Shipping Corp.
920 Bergen Avenue
P.O. Box 6869
Jersey City, NJ 07306
(201) 653-4190
Telex: 17-8041

Apollo International Forwarders,
Inc.
1140 Meridian Street
Elizabeth, NJ 07201
(201) 351-2121
Telex: 49-31403 APOLLO

Aqua Air International
P.O. Box 1577
2165 Morris Avenue
Union, NJ 07083
(201) 964-1432

D.V. Arguimbau & Co., Inc. (*)
590 Belleville Turnpike
Kearny, NJ 07032
(201) 998-6500
Telex: 13-6292 UD UVA

Atlantic Air Express, Inc.
120 County Road
Tenafly, NJ 07670
(201) 568-1410

Burlington Air-Express
71 Avenue L
Newark, NJ 07105
(201) 465-7800

A. Burghart Shipping Co., Inc. (*)
Newark International Plaza
Route 1 & International Way
Newark, NJ 07114
(201) 824-5201
Telex: 20-0767 ABSI

C.T.G., Inc.
530 Rahway Avenue
Woodbridge, NJ 07095
(201) 634-7724

Cambell & Gardiner, Inc. (*)
5 Marineview Plaza
Hoboken, NJ 07030
(201) 798-3111

Carreno & O'Neil Shipping Co., Inc.
1A Colony Road
Jersey City, NJ 07305
(201) 434-4477

Cavalier International Airfreight, Inc.
5567 Joseph Street
Newark, NJ 07105
(210) 589-1883

Circle Airfreight Corp.
33 Rutherford Street
Newark, NH 07105
(201) 589-8200

Clipper Express Co.
309 New County Road
Jersey City, NJ 07307
(212) 267-4621

Comstock & Theakston, Inc.
466 Kinderkamack Road
Oradell, NJ 07649
(201) 967-1220

Cypher Forwarding Co.
100 Harrison Street
P.O. Box 1500
Dover, NJ 07801-1500
(201) 989-8601

Dan Transport Corp.
1201 Corbin Street
Port Elizabeth
Elizabeth, NJ 07201
(201) 353-0800
Telex: 21-9031 DAN UR
Cable: DAN USA

Dock Enterprise
1240 Broad Street
P.O. Box 2073
Newark, NJ 07114
(201) 824-2093

Dorf International, Inc. (*)
40 Walnut Street
Newark, NJ 07102
(201) 623-3686

Engle Van Lines, Inc.
901 Julia Street
Elizabeth, NJ 07203
(201) 354-7800

Export Enterprises of NY, Inc.
580 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 568-1500

FNS Transport Corp. (*)
360 River Road
Edgewater, NJ 07020
(201) 941-8083
Telex: 219750 FRESU UR

Fabius & Co. Customs Brokers, Inc.
91 Hudson Street
Hoboken, NJ 07030
(201) 792-4400
Telex: 13-6479

Fast Air Sea Transport, Inc.
15 Mount Vernon Street
Ridgefield, NJ 07660
(201) 440-0070

Forty-Four Air Freight Systems Inc.
69 Route 17 South
Hasbrouck Heights, NJ 07604
(212) 594-4198

GSC Shipping Corp.
9 Albalt Avenue
Newark, NJ 07105
(201) 465-0214

General Transportation Service
P.O. Box 687
Linden, NJ 07036
(201) 578-4300

Globe Shipping Co. (*)
Harborside Financial Center
Plaza II, Suite 304
Jersey City, NJ 07302
(201) 432-4414
Telex: WU 62-596
RCA 22-2310
Cable: GLOBESHIP

H&H Shipping Co. (*)
120 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 585-2900
Telex: 13-0043 FLORTEX
TWX: 710-991-0007
Cable: HANDSHIP

E.H. Harms USA, Inc. (*)
1201 Corbin Street
Elizabeth, NJ 07201
(201) 353-1600
Telex: 138159

Harris & Company, Inc.
921 Bergen Avenue, Room 803
Jersey City, NJ 07306
(201) 656-1044

Hasman & Baxt, Inc.
505 Newfield Avenue
Raritan Center
Edison, NJ 08837
(201) 225-8980
Telex: WU 13-9018

C.J. Holt & Co., Inc.
3000 Kennedy Blvd.
Jersey City, NJ 07306
(201) 792-9555
(212) 227-7000

Hudson International Forwarders, Inc.
P.O. Box 12
Bayonne, NJ 07002
(201) 823-2503

Imperial Air Freight Service, Inc.
474 Wilson Avenue
Newark, NJ 07105
(201) 589-6633

Import-Export Service of NJ, Inc. (*)
972 Broad Street
Newark, NJ 07102
(201) 622-0326

Inter-Hemisphere Services, Inc.
1601 West Edgar Road
Linden, NJ 07306
(201) 862-6336
Telex: 49-46326 IHSFLA
Cable: INTHEMSERV NEW YORK

JAN International Forwarding, Inc.
101 Harrison Street
Dover, NJ 07801
(201) 989-8604
(800) 225-0183

Jagro Custom Brokers & International Freight Forwarders, Inc. (*)
290 Nye Avenue
Irvington, NJ 07111
(201) 375-6655
Telex: 68-59598 JAGRO UW

Ja-Mar Forwarding, Inc. (*)
Airport International Plaza
US 1-9 at International Way
Newark, NJ 07114
(201) 242-1608

Jumbo Transport International, Inc.
1201 Corbin Street
P.O. Box 849
Elizabeth, NJ 07201
(201) 527-1500
Telex: WUI 68-53314

K & M Customs Brokers, Inc. (*)
Route 1 & 9 South
International Plaza Building
Newark, NJ 07114
(201) 643-2990
Telex: 13-2053

Kavanagh & Assoc. Inc. (*)
46 Pearl Street
Plainfield, NJ 07060
(201) 769-0500

Kintetsu World Express
30 West Forest Avenue
Englewood, NJ 07631
(201) 569-2214

J. Klein & Co.
Newark International Plaza
Route 1 & 9 South
Newark, NJ 07114
(201) 622-4543

Korea Express, U.S.A., Inc.
901 Castle Road
Secaucus, NJ 07034
(201) 863-7505
Telex: ITT 47-54295 KECU

Lanier Shipping Co., Inc.
7500 Bergenline Avenue
North Bergen, NJ 07047
(201) 662-7717
Telex: 66-6234 WU LASHCO

Latina-Mercer Shipping Co., Ltd.
P.O. Box 2106
South Hackensack, NJ 07606
(201) 440-3810

Leschaco, Inc. (*)
Raritan Plaza III
Raritan Center
Edison, NJ 08837
(201) 225-7550
Telex: WU 13-360

Lloyd International Shipping,
Inc. (*)
80 Washington Street
P.O. Box M1838
Hoboken, NJ 07030
(201) 792-2200
Telex: ITT 42-6685

Magellan Shipping Inc.
580 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 569-3838

Major Van Lines
1 Jacobs Avenue
South Kearny, NJ 07032
(201) 333-6500

Manaco International Freight
Forwarders
148 Auth Avenue
Iselin, NJ 08830
(201) 622-3990

McGregor Sea & Air Services, Inc.
1201 East Linden Avenue
Linden, NJ 07036
(201) 862-5511

Millennium Overseas, Ltd.
3001 Woodbridge Avenue
Edison, NJ 08818
(201) 549-0101

Muller Airfreight
55 Joseph Street
Newark, NJ 07105
(201) 589-1883

Olympic International
River Terminal, Bldg. 54
South Kearny, NJ 07002
(201) 344-7339

Pan Atlantic Shipping, Ltd.
160 Fieldcrest Avenue
Edison, NJ 08837
(201) 225-1191
Telex: 69-74686 PAS UW

Panalpina, Inc. (*)
Harborside Financial Center
34 Exchange Place - Plaza II
Jersey City, NJ 07302
(201) 451-4000
Telex: 22-2874 PANNY UR
Cable: PANALPINA

Pilot Airfreight, Inc.
475 Division Avenue
Elizabeth, NJ 07201
(212) 254-7490

Port Brokers, Inc.
330 Manhattan Avenue
Jersey City, NJ 07307
(212) 608-0802

Preferred Air Freight, Inc.
2414 Morris Avenue
Union, NJ 07083
(201) 688-8180
(800) 221-6020
Telex: 96-8182
Airport Office:
Cargo International Bldg. 150
Newark International Airport
Newark, NJ 07114
(718) 527-6002

Premier Shipping Co., Inc. (*)
P.O. Box 98
Scotch Plains, NJ 07076
(201) 925-1070

Profit By Air, Inc.
Cargo Bldg.
150 Newark International Airport
Newark, NJ 07114
(201) 961-4665

Right-O-Way, Inc.
Cargo Bldg.
57 St. Charles Street
Newark, NJ 07105
(201) 621-7383
(800) 624-0015
Telex: 64-2502

Charles A. Redden, Inc. (*)
Newark International Plaza
Newark, NJ 07114
(201) 242-7200
Telex: 49-91267 CAREC

Robara International Forwarders, Inc.
10 Hook Road
P.O. Box 12
Bayonne, NJ 07002
(201) 823-2503
Telex: WU 53-2691

San Juan Freight Forwarding
2395 Springfield Avenue
Union, NJ 07083
(718) 782-6750

Schmid's Forwarding, Inc.
One Parker Plaza
P.O. Box 1385
Fort Lee, NJ 07024
(201) 886-7200
Telex: 20-0487

Sea Land Services
Corbin & Fleet Street
Elizabeth, NJ 07201
(212) 964-9200

W.B. Skinner
Airport International Plaza
Route 1 & 9 South
Newark, NJ 07414
(201) 643-7205

Sunrise Forwarding Co.
880 Bergen Avenue, Suite 601
Bergen Square Building
Jersey City, NJ 07306
(201) 963-6333
Cable: FORSUNRISE

TAT Airfreight, Inc. &
Tatmar Co., Ocean Division
460 Hillside Avenue
Hillside, NJ 07205
(201) 690-5000
Telex: 68-53670

Tectonic Transport, Inc.
290 Lincoln Avenue
Hawthorne, NJ 07506
(201) 427-7787

Todd Logistics, Inc.
30 Pulaski Street
Bayonne, NJ 07002
(201) 432-9500

Trans Speed Del Service, Inc.
Building #54, River Terminal
South Kearny, NJ 07032
(201) 344-2343
(800) 221-7040

Transcaribe Freight Corp.
300 Port Street
P.O. Box 4115
Newark, NJ 07112
(201) 589-6400

Transport Intermodal Corp.
360 River Road
Edgewater, NJ 07020
(201) 943-2151

Transport Masters International, Inc.
P.O. Box 418
Cresskill, NJ 07626
(201) 569-4300

Twin Express, Inc.
1810 Tonnelle Avenue
North Bergen, NJ 07047
(212) 741-2830

Universal Air Cargo, Inc.
10 Old Hook Road
P.O. Box 236
Bayonne, NJ 07002-0236
(201) 858-1062

Unsworth Transport International, Inc. (*)
1831 Pennsylvania Avenue
Linden, NJ 07036
(201) 486-1100
Telex: WUI 68-53258

F.B. Vandegrift & Co. (*)
80 Washington Street
Hoboken, NJ 07030
(201) 420-7800
Telex: 22-6574 FBNJ

WTC Air Freight, Inc.
535 Secaucus Road
Secaucus, NJ 07094
(212) 947-9812

Wilson Group USA, Inc. (*)
1 Exchange Place
Jersey City, NJ 07302
(201) 432-8800
Telex: 68-53026 WILCO

J.B. Wood Shipping Co., Inc.
365 Thomas Blvd.
Orange, NJ 07513
(201) 678-5980
TWX: 710-994-5815

Trenton

Air-X Coordinators, Inc.
P.O. Box 3171
3570 Quaker Bridge Road
Trenton, NJ 08608
(609) 586-1333

Clark Group
403 Bultry Lane
Burlington, NJ 08016
(609) 387-1700

W.F. Collins & Co., Inc.
1500 Melrose Highway
Pennington, NJ 08534
(609) 662-5343

Engle International, Inc.
40 Commerce Drive
Cranbury, NJ 08512-9494
(609) 395-7700

Philadelphia Export Consolidators, Inc.
8300 National Highway
Pennington, NJ 08534
(609) 662-2240

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Camden

Holt Export Packing Company
Pier 7
Gloucester City, NJ 08030
(215) 923-5000
(609) 456-6400

New York City - Newark Area

Bond Warehouse, Inc.
24 Passaic Street
Woodridge, NJ 07075
(201) 939-4200
Telex: 47-19821

Fidelity Warehouse, Inc.
Page & Schuyler Avenues
Lyndhurst, NJ 07071
(201) 939-4200

G & B Packing Company, Inc.
8 Hook Road
Bayonne, NJ 07002
(201) 339-1600
Telex: 144586

Gateway Warehouses, Inc.
Bldg. #78 Hackensack Avenue
South Kearny, NJ 07032
(201) 589-4595

Griswold & Bateman Warehouse Co.
1400 Corbin Street
Elizabeth, NJ 07201
(201) 352-6262
TWX: 710-741-4356

Hall Warehouse Corp.
330 Oak Tree Avenue
South Plainfield, NJ 07080
(201) 756-6242
(800) 526-7503

Harbor Freight Transport Corp.
2230-D Egypt Street
Elizabeth, NJ 07201
(201) 354-1884
(800) 222-0656

Importers Storage & Distribution, Inc.
Marsh & Suez Street, Shed 152
Port Newark, NJ 07114
(201) 465-0060

JNM Management Corp.
Port Kearny, Building #99
South Kearny, NJ 07032
(201) 344-1000

Jan Packaging, Inc.
100 Harrison Street
Dover, NJ 07801
(201) 361-7200
(800) 225-0183
Telex: 13-9020 JAN PAK DVR

Jaypack Crating & Distribution, Inc.
340 Oak Tree Avenue
P.O. Box 378
South Plainfield, NJ 07080
(201) 756-6242
TWX: 710-997-9571

L & J Distributors, Inc.
100 Central Avenue, Bldg. 20
South Kearny, NJ 07032
(210) 465-1111

J.F. Lomma, Inc.
286 Central Avenue
South Kearny, NJ 07032
(201) 589-2000

Marschall Warehouse Co.
200 Central Avenue
Teterboro, NJ 07608
(201) 288-4441
TWX: 710-990-6112

G.T. McGovern Trucking & Warehouse Co., Inc.
55 Hook Road
Bayonne, NJ 07002
(201) 437-4347

North River terminal
100 Caven Point Road
Jersey City, NJ 07305
(201) 332-3000

Preferred Warehouse of Port Newark, Inc.
Building #153 Algiers Street
Port Newark, NJ 07114
(201) 465-1365

Priority One Terminals
152 Suez Street
Port Newark, NJ 07114
(201) 465-2225

Reliable International, Inc.
550 Division Street
Elizabeth, NJ 07201
(201) 352-5300
(800) 526-4043
Telex: 13-9290

Resources Warehouse
2200-2438 Secaucus Road
North Bergen, NJ 07047
(201) 348-6300
Telex: 64-5857

River Terminal Distribution & Warehousing Co.
Port Kearny, Bldg. 100
South Kearny, NJ 07032
(201) 589-0063

A.J. Ross Logistics, Inc.
100 Bayview Avenue
Keasbey, NJ 08832
(201) 738-4800

Royco, Inc.
97 Temple Avenue
Hackensack, NJ 07601
(201) 646-0070

Seacoast International
Port Kearny, Bldg. 99
South Kearny, NJ 07032
(201) 344-5990

Streichler Consolidation, Inc.
700 First Street
Harrison, NJ 07029
(201) 485-1010

Streichler Trucking/North River Warehouse
100 Caven Point Road
Jersey City, NJ 07305
(201) 332-3000
Telex: 96-0279

Superior Companies, Inc.
1600 U.S. Highway One
P.O. Box 647
Linden, NJ 07036
(201) 862-8880
TWX: 710-991-0261 HARBOR BAY J CITY

Van Brunt Port Jersey Warehouse, Inc.
197 Maracaibo Street
301 Craneway Street
Port Newark, NJ 07114
(201) 344-2080
TWX: 510-344-7893

Vineland

Martex Packaging, Inc.
1601 N. Mill Road
Vineland, NJ 08360
(609) 692-5300

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Camden

Translation Co. of New York, Inc.
201 A Greentree Executive Campus
Marlton, NJ 08053
(212) 517-3211

New York City - Newark Area

Arthur Tannenbaum
863 Garson Avenue
Teaneck, NJ 07666
(212) 912-1910

Trenton

Berlitz Translation Service
1101 State Road
Princeton, NJ 08540
(609) 924-8500

Princeton Technical Translation Center
333 Bolton Road
East Windsor, NJ 08561
(609) 443-6770

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

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CONTACT: _____ TITLE: _____

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Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____